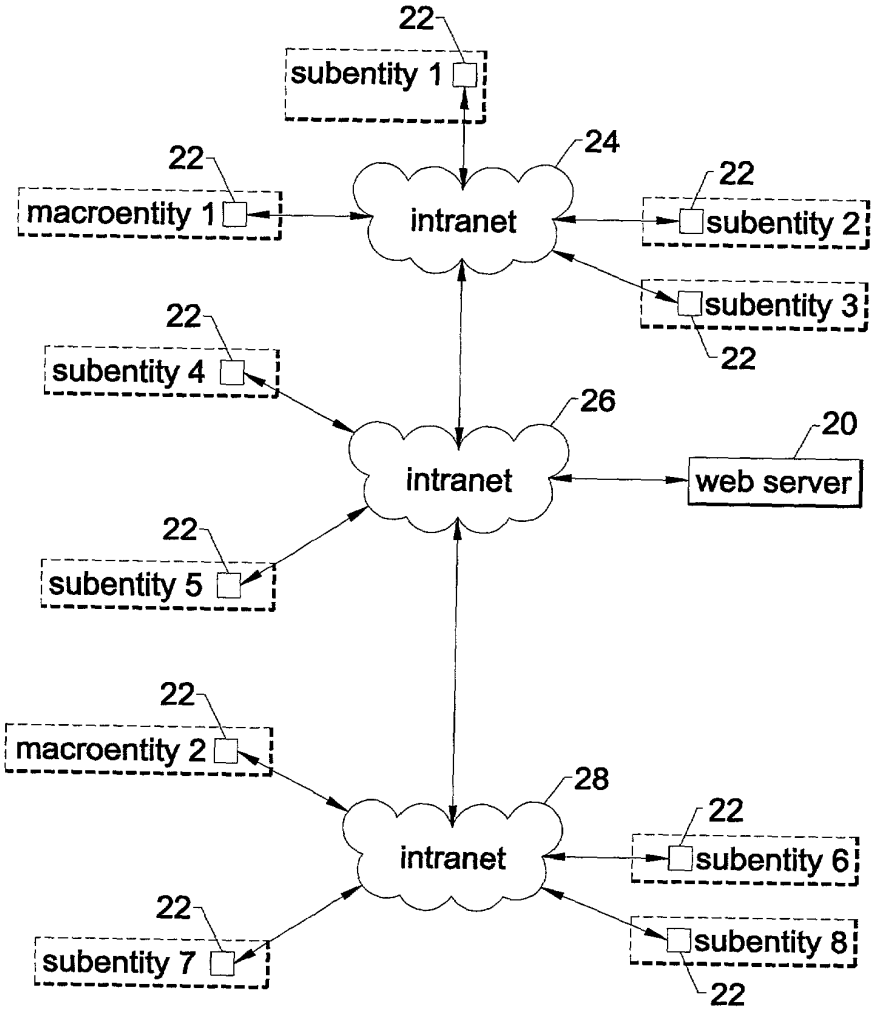
22
subentity 1
24
22
macroentity 1
intranet
22
subentity 2
subentity 3
22
22
subentity 4
26
20
intranet
web server
22
subentity 5
22
macroentity 2
28
intranet
22
subentity 6
22
subentity 7
subentity 8
22

FIG. 1.

computer-readable storage medium(s) of web server(s)		
Conventional Modules	Web Site	
	Client Administration Modules	Other Modules
	Designer / Editor Module	Administrative Data For Macroentity Modules
		Administrative Data For Subentity Modules
		Data For Subentity Modules
		Administrative Data For Aggregate Accounts Module
	Security System Module	Formula Module
		Administrative Data For Groups Module
		Value Data For Group Modules
		Screen Displays Module
		Calculator Modules

FIG. 2.

Administrative Data For Macroentity Module
Information For Affiliated Subentities Module
name / address
name(s) of users and security-related right(s) of user(s), including password(s)

FIG. 3.

Information For Affiliated Subentities Module
Account 1 mapping instructions and identifier
Account 2 mapping instructions and identifier
Account 3 mapping instructions and identifier
. . .

FIG. 4.

Administrative Data For Subentity Module
Account Information Module and / or Macro Entity affiliation
name / address
names(s) of users and security-related right(s) of user(s), including password(s)

FIG. 5.

Patent Application

Data For Subentity Module			
Account Balances	Aggregate Account Values	Performance Indicator Values for Period	Performance Indicator Values for YTD
Account 1 Balance	Aggregate Account 1 Value	Performance Indicator 1 Value	Performance Indicator 1 YTD Value
Account 2 Balance	Aggregate Account 2 Value	Performance Indicator 2 Value	Performance Indicator 1 YTD Value
Account 3 Balance	Aggregate Account 3 Value	Performance Indicator 3 Value	Performance Indicator 1 YTD Value
. . .	. . .	. . .	. . .

FIG. 6.

Patent Application

Administrative Data For Aggregate Accounts Module		
Definitions For Aggregate Account 1	Definitions For Aggregate Account 2	. . .
Identifier 1	Identifier 2	. . .
definition for Macroentity 1 (e.g., for each Subentity affiliated with Macroentity 1, Aggregate Account 1 is the sum of Account Balances 1-2 for the Subentity)	definition for Macroentity 1 (e.g., for each Subentity affiliated with Macroentity 2, Aggregate Account 2 is the sum of Account Balances 5-8 for the Subentity)	. . .
definition for Macroentity 2 (e.g., for each Subentity affiliated with Macroentity 2, Aggregate Account 1 is the sum of Account Balances 1-3 for the Subentity)	definition for Macroentity 2 (e.g., for each Subentity affiliated with Macroentity 2, Aggregate Account 2 is the sum of Account Balances 5-9 for the Subenitity)	. . .
definition for Macroentity 3 (e.g., for each Subentity affiliated with Macroentity 3, Aggregate Account 1 is the sum of Account Balances 2-4 for the Subentity)	definition for Macroentity 3 (e.g., for each Subentity affiliated with Macroentity 3, Aggregate Account 2 is the sum of Account Balances 7-8 for the Subentity)	. . .
. . .	. . .	. . .

FIG. 7.

Title: Systems, Methods, and Computer Program Products for Comparing..
Inventor(s): Lisser
Application No: 09/846,695
Atty Dkt No: 43238/233884

PATENT SEARCH

Formula Module		
Formula 1	Formula 2B	• • •
Formula Label 1	Formula Label 2	• • •
Formal Symbol 1	Formal Symbol 2	• • •
Equation 1 (includes one or more inputs selected from group including Account Balances, Aggregate Accounts and Formula Symbols, and output is Performance Indicator 1 (e.g., Performance Indicator 1 = Aggregate Account 1 Value + Aggregate Account 2 Value))	Equation 2 (includes one or more inputs selected from group including Account Balances, Aggregate Accounts and Formula Symbols, and output is Performance Indicator 2 (e.g., Performance Indicator 2 = Aggregate Account 1 Value + Aggregate Account 3 Value))	• • •

FIG. 8.

FIG. 9.

Administrative Data For Groups Module				
Group 1	Group 2	Group 3	Group 4	• • •
Subentity 1	Subentity 3	Subentity 1	Group 1	• • •
Subenitity 2	Subentity5	Group 2	Group 2	• • •
Subentity 3				

Frame Of Reference Value Module					
Frame Of Reference Values for Performance Indicator 1		Frame Of Reference Values for Performance Indicator 2		• • •	
for Period	for YTD	for Period	for YTD	• • •	• • •
Average Value	Average Value	Average Value	Average Value	• • •	• • •
Minimum Value	Minimum Value	Minimum Value	Minimum Value	• • •	• • •
Maximum Value	Maximum Value	Maximum Value	Maximum Value	• • •	• • •
Sum	Sum	Sum	Sum	• • •	• • •

FIG. 10.

Title: Systems, Methods, and Computer Program Products for Comparing..
Inventor(s): Lisser
Application No: 09/846,695
Atty Dkt No: 43238/233884

Rating Value Data Module for Group 2					
Performance Indicator 1		Performance Indicator 2		...	
for Period	for YTD	for Period	for YTD	...	...
Rating Value for Subentity 3	Rating Value for Subentity 3	Rating Value for Subentity 3	Rating Value for Subentity 3	...	...
Rating Value for Subentity 5	Rating Value for Subentity 5	Rating Value for Subentity 5	Rating Value for Subentity 5	...	...

FIG. 11.

Screen Displays Module		
for Macroentity 1	for Macroentity 2	...
Screen Display 1A	Screen Display 2A	...
Screen Display 1B	Screen Display 2B	...
Screen Display 1C	Screen Display 2C	...
...	...	...

FIG. 12.

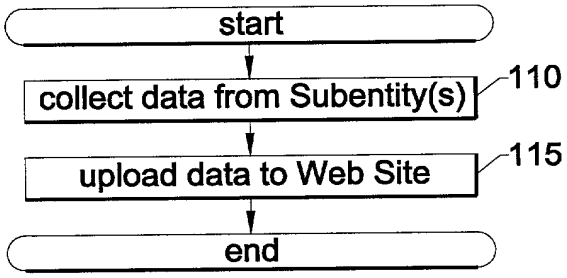
start
collect data from Subentity(s)
110
upload data to Web Site
115
end

FIG. 13.

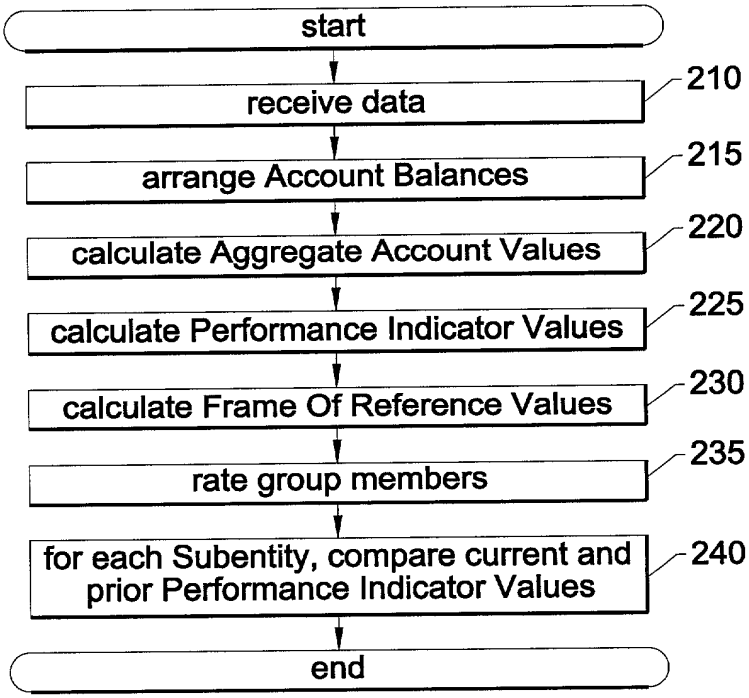
start
receive data
210
arrange Account Balances
215
calculate Aggregate Account Values
220
calculate Performance Indicator Values
225
calculate Frame Of Reference Values
230
rate group members
235
for each Subentity, compare current and prior Performance Indicator Values
240
end

FIG. 14.

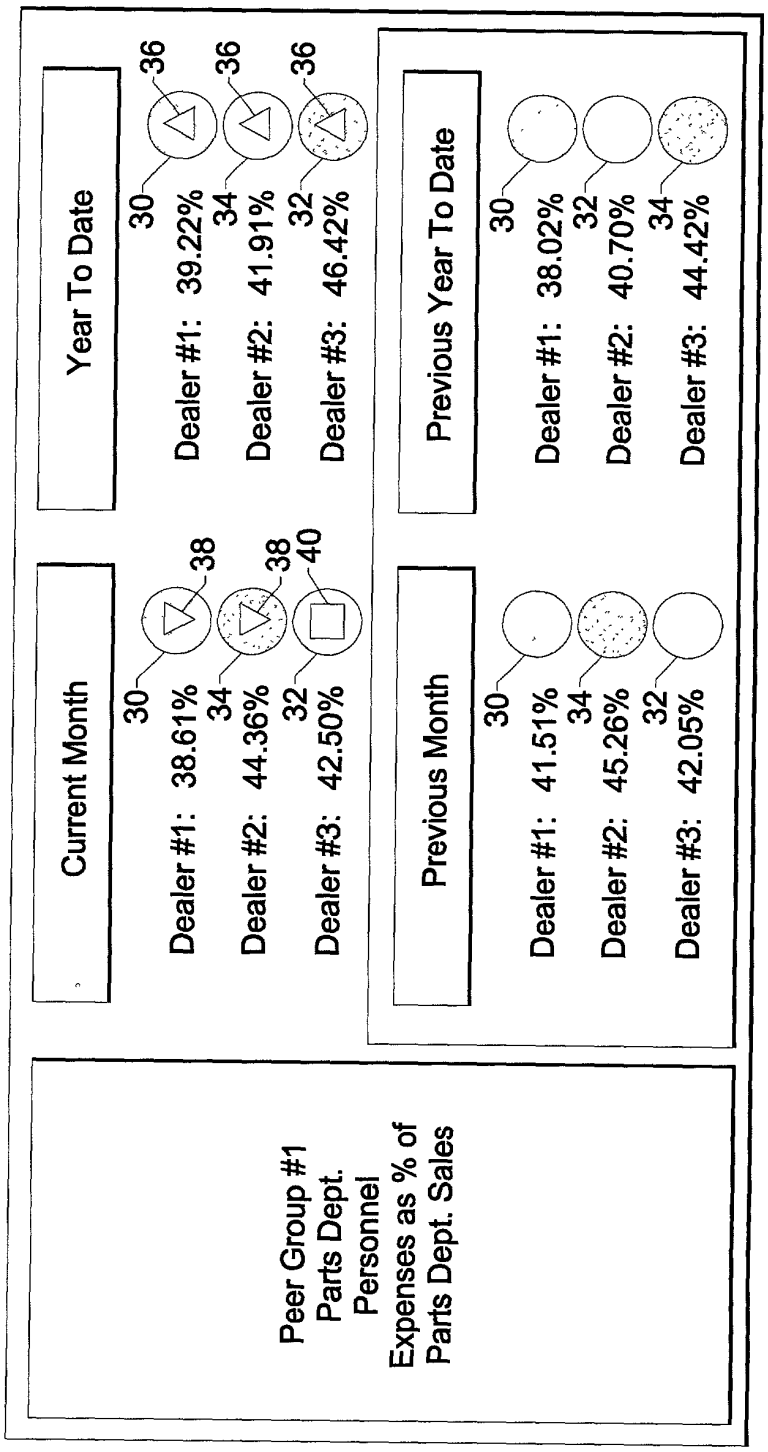
Peer Group #1
Parts Dept.
Personnel
Expenses as % of
Parts Dept. Sales
Current Month
Dealer #1: 38.61%
Dealer #2: 44.36%
Dealer #3: 42.50%
Year To Date
Dealer #1: 39.22%
Dealer #2: 41.91%
Dealer #3: 46.42%
Previous Month
Dealer #1: 41.51%
Dealer #2: 45.26%
Dealer #3: 42.05%
Previous Year To Date
Dealer #1: 38.02%
Dealer #2: 40.70%
Dealer #3: 44.42%

FIG. 15.

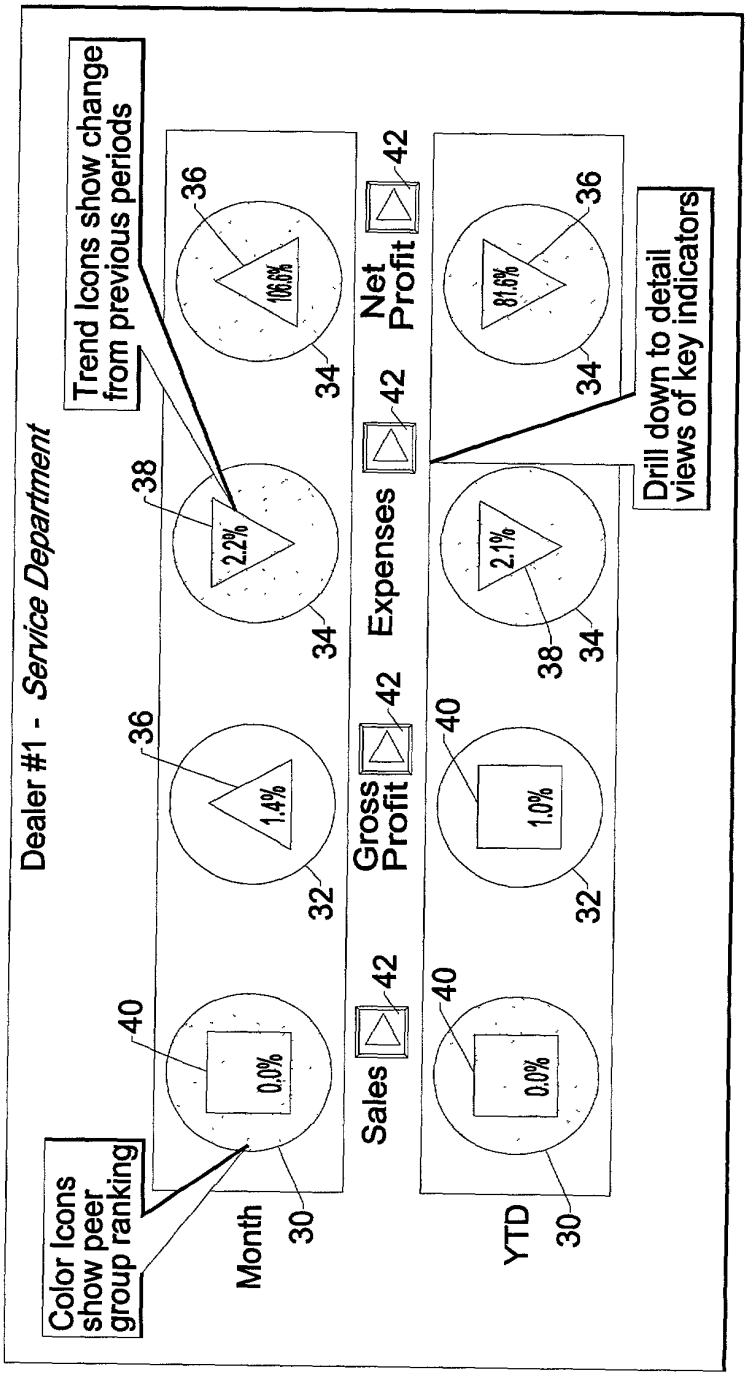
Dealer #1 - Service Department
Color Icons show peer group ranking
Trend Icons show change from previous periods
Drill down to detail views of key indicators
Month
YTD
Sales
Gross Profit
Expenses
Net Profit
0.0%
1.4%
2.2%
106.6%
0.0%
1.0%
2.1%
81.6%
30
32
34
36
38
40
42

FIG. 16.

Dealer #1 - *Service Department*

Sales

	PERCENT OF TOTAL LABOR SALES Month	YTD
Customer Pay Sales:	55.96% ▽	57.00% ▽
Service Contract Sales:	.00% □	.00% □
Warranty Sales:	40.39% △	38.53% △
Internal Sales:	3.66% ▽	4.47% ▽

Performance Indicators

Market Penetration:	22.87% □	24.26% □
Average Hrs. per Customer Pay R.O.:	3.28 □	3.19 □
Warranty Receivables as % of Warranty Sls:	191.52% △	170.65% □
Parts Sales per $1 Labor - Customer Pay:	$1.34 △	$1.19 △
Parts Sales per $1 Labor - Warranty:	$.38 ▽	$.55 ▽
Parts Sales per $1 Labor - Internal:	2.52 ▽	$2.96 ▽
Technician Efficiency:	136.10% □	
Shop Productivity:	73.50% ▽	

FIG. 17.

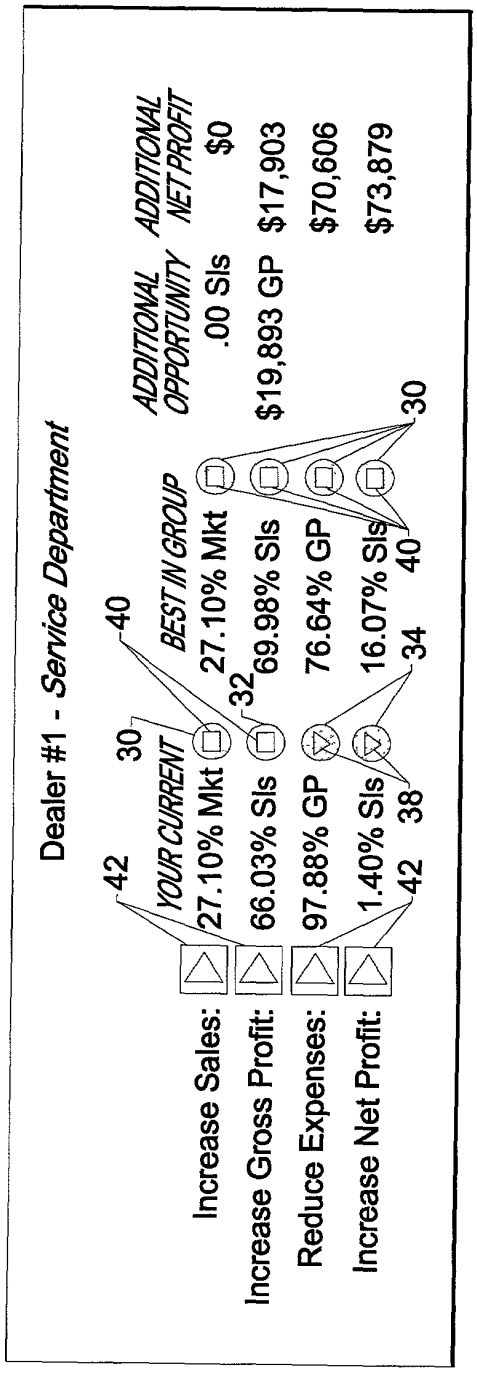
Dealer #1 - Service Department
YOUR CURRENT
BEST IN GROUP
ADDITIONAL OPPORTUNITY
ADDITIONAL NET PROFIT
Increase Sales:
27.10% Mkt
27.10% Mkt
.00 Sls
$0
Increase Gross Profit:
66.03% Sls
69.98% Sls
$19,893 GP
$17,903
Reduce Expenses:
97.88% GP
76.64% GP
$70,606
Increase Net Profit:
1.40% Sls
16.07% Sls
$73,879
42
30
40
32
34
38
42
40
30

FIG. 18.

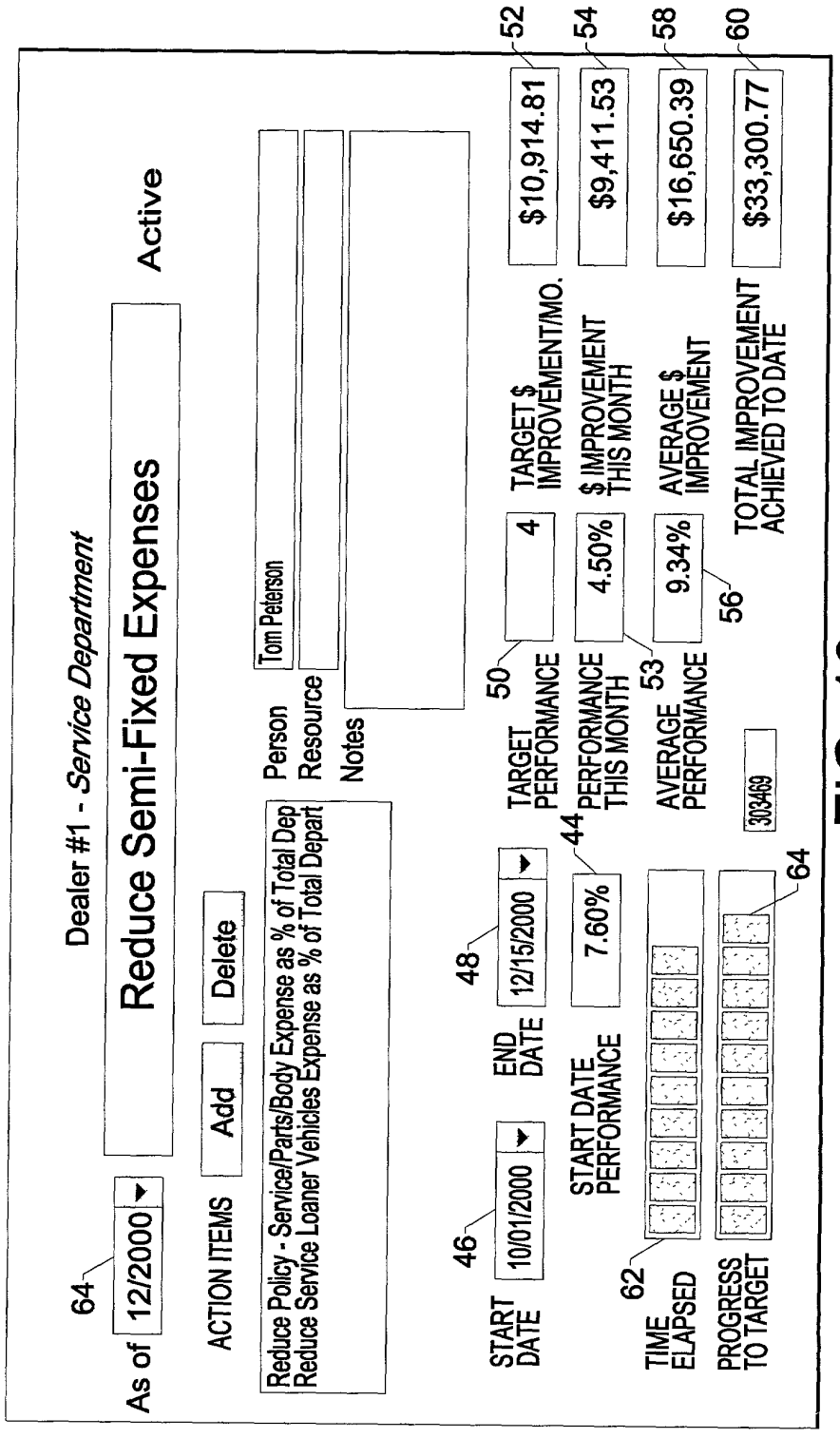
Dealer #1 - Service Department
Reduce Semi-Fixed Expenses
Active
As of 12/2000
64
ACTION ITEMS
Add
Delete
Reduce Policy - Service/Parts/Body Expense as % of Total Dep
Reduce Service Loaner Vehicles Expense as % of Total Depart
Person
Tom Peterson
Resource
Notes
START DATE
10/01/2000
46
END DATE
12/15/2000
48
START DATE PERFORMANCE
7.60%
44
TARGET PERFORMANCE
4
50
PERFORMANCE THIS MONTH
4.50%
AVERAGE PERFORMANCE
9.34%
53
56
TARGET $ IMPROVEMENT/MO.
$10,914.81
52
$ IMPROVEMENT THIS MONTH
$9,411.53
54
AVERAGE $ IMPROVEMENT
$16,650.39
58
TOTAL IMPROVEMENT ACHIEVED TO DATE
$33,300.77
60
TIME ELAPSED
62
PROGRESS TO TARGET
303469
64

FIG. 19.

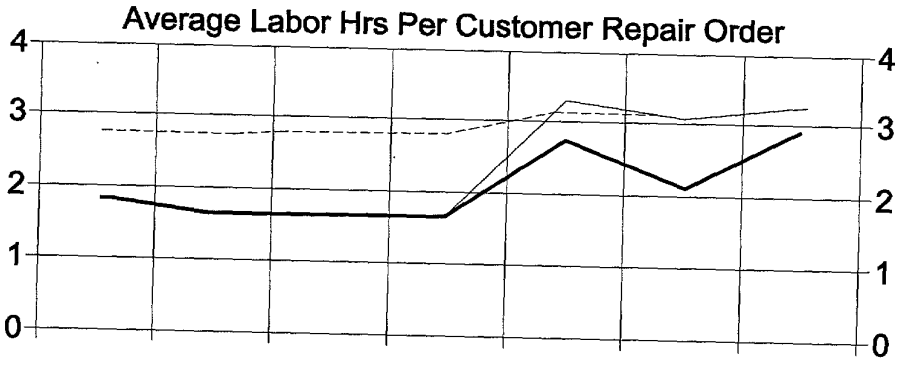

FIG. 20.